

PROGRAM: CAC043B2 -88- 1240 RJR ACCOUNTS RECEIVABLE SYSTEM FORSYTH ALLIANCE ACCRUAL  
 RUN DATE: 12/03/97 BUSINESS FUNCTION: 88 FORSYTH ALLIANCE  
 AS OF DATE: 12/03/97  
 CUSTOMER NAME/ADDRESS CR-REP: 1240

51849 2530

PAGE: 53  
 TIME: 09:01:21.7

GLIKIN BROTHERS ACCOUNT NUMBER: 9995320 CUSTOMER CONTACT: WOLFE, LANNY  
 ATTN: JEFFREY MICHEL RISK CODE: A : BRANDON  
 2 JOSEPH STREET CREDIT LIMIT : TELEPHONE NBR : - X4-8795  
 NEWARK NJ 07105-

SHIP-TO	TERMS	**** INVOICE **** --DATE--	NUMBER	SRC	RSN	PO-REFER-NBR	CURRENT DUE
BAL-94-95	O	12/31/95	8800475	14		BAL-94-95	11,427.00-
DIRECT	00	01/29/96	2689	8	VR		4,050.00
PERF 80	00	01/30/96	300052	14	AJ		647.00-
9999999	00	02/29/96	600330	14		ACCRUAL	18.00-
DIRECT	00	03/07/96	2831	8	VR		1,261.00
BUYDOWN	00	03/21/96	2858	8	VR		715.00
DIRECT	00	04/22/96	2939	8	VR		688.17
9999999	00	04/30/96	1210336	14		ACCRUAL	90.00-
9999999	00	05/06/96	1270347	14		ACCRUAL	1.74-
9999999	00	05/31/96	1520325	14		ACCRUAL	36.00-
DIRECT	00	07/11/96	2094	8	VR		1,887.30
PEER 80	00	07/26/96	2081050	14	AJ		193.00-
9999999	00	07/31/96	2130328	14		ACCRUAL	72.00-
9999999	00	08/30/96	2430337	14		ACCRUAL	36.00-
9999999	00	09/30/96	2740330	14		ACCRUAL	18.00-
VPR'S	00	10/03/96	2288	8	CP		630.00
9999999	00	10/31/96	3050334	14		ACCRUAL	18.00-
9999999	00	12/31/96	3660328	14		ACCRUAL	36.00-
PEER DI	00	01/22/97	220051	14	AJ		122.00-
9999999	00	02/28/97	590322	14		ACCRUAL	66.00-
DIRECT	00	03/20/97	2610	8	VR		15.05
9999999	00	04/30/97	1200317	14		ACCRUAL	45.00-
DIRECT	00	05/20/97	2752	8	VR		8.02
DIRECT	00	05/28/97	2765	8	VR		109.20
9999999	00	05/30/97	1500319	14		ACCRUAL	135.00-
DIRECT	00	06/05/97	2793	8	VR		5.00
DIRECT	00	06/30/97	2878	8	VR		255.00
DIRECT	00	06/30/97	2877	8	VR		10.00
2ND 97	00	07/10/97	1920209	14	AJ		72.00-
9999999	00	07/31/97	2120318	14		ACCRUAL	45.00-
DIRECT	00	08/25/97	2060	8	VR		23.00
DIRECT	00	09/03/97	2109	8	VR		8.00
9999999	00	09/15/97	2582412	14		ACCRUAL	4.52-
YEAR EN	00	10/15/97	2880473	14	AJ		19.00-
DIRECT	00	10/15/97	4825	8	VR		20.00
9999999	00	10/31/97	3040308	14		ACCRUAL	180.00-
DIRECT	00	11/04/97	4998	8	VR		7.00

\* CUSTOMER 9995320 TOTALS:

3,589.52-

PROGRAM: CAC04382 -88- 1240 RJR ACCOUNTS RECEIVABLE SYSTEM FORSYTH ALLIANCE ACCRUAL  
 RUN DATE: 11/05/97 BUSINESS FUNCTION: 88 FORSYTH ALLIANCE

51849 2531

PAGE: 48  
 TIME: 09:48:48.4

AS OF DATE: 11/05/97  
 CUSTOMER NAME/ADDRESS

CR-REP: 1240

GLIKIN BROTHERS  
 ATTN: JEFFREY MICHEL  
 2 JOSEPH STREET  
 NEWARK

ACCOUNT NUMBER: 9995320

RISK CODE: A

CREDIT LIMIT :

NJ 07105-

CUSTOMER CONTACT: WOLFE, LANNY

: BRANDON

TELEPHONE NBR : - X4-8795

SHIP-TO	TERMS	DATE	NUMBER	SRC	RSN	PO-REFER-NBR	CURRENT DUE
BAL-94-95	0	12/31/95	8800475	14		BAL-94-95	11,427.00-
DIRECT	00	01/29/96	2689	8	VR		4,050.00
PERF BO	00	01/30/96	300052	14	AJ		647.00-
9999999	00	02/29/96	600330	14		ACCRUAL	18.00-
DIRECT	00	03/07/96	2831	8	VR		1,261.00
BUYDOWN	00	03/21/96	2858	8	VR		715.00
DIRECT	00	04/22/96	2939	8	VR		688.17
9999999	00	04/30/96	1210336	14		ACCRUAL	90.00-
9999999	00	05/06/96	1270347	14		ACCRUAL	1.74-
9999999	00	05/31/96	1520325	14		ACCRUAL	36.00-
DIRECT	00	07/11/96	2094	8	VR		1,887.30
PEER BO	00	07/26/96	2081050	14	AJ		193.00-
9999999	00	07/31/96	2130328	14		ACCRUAL	72.00-
9999999	00	08/30/96	2430337	14		ACCRUAL	36.00-
9999999	00	09/30/96	2740330	14		ACCRUAL	18.00-
VPR'S	00	10/03/96	2288	8	CP		630.00
9999999	00	10/31/96	3050334	14		ACCRUAL	18.00-
9999999	00	12/31/96	3660328	14		ACCRUAL	36.00-
PEER DI	00	01/22/97	220051	14	AJ		122.00-
9999999	00	02/28/97	590322	14		ACCRUAL	66.00-
DIRECT	00	03/20/97	2610	8	VR		15.05
9999999	00	04/30/97	1200317	14		ACCRUAL	45.00-
DIRECT	00	05/20/97	2752	8	VR		8.02
DIRECT	00	05/28/97	2765	8	VR		109.20
9999999	00	05/30/97	1500319	14		ACCRUAL	135.00-
DIRECT	00	06/05/97	2793	8	VR		5.00
DIRECT	00	06/30/97	2878	8	VR		255.00
DIRECT	00	06/30/97	2877	8	VR		10.00
2ND 97	00	07/10/97	1920209	14	AJ		72.00-
9999999	00	07/31/97	2120318	14		ACCRUAL	45.00-
DIRECT	00	08/25/97	2060	8	VR		23.00
DIRECT	00	09/03/97	2109	8	VR		8.00
9999999	00	09/15/97	2582412	14		ACCRUAL	4.52-
YEAR EN	00	10/15/97	2880473	14	AJ		19.00-
DIRECT	00	10/15/97	4825	8	VR		20.00
9999999	00	10/31/97	3040308	14		ACCRUAL	180.00-
DIRECT	00	11/04/97	4998	8	VR		7.00

\* CUSTOMER 9995320 TOTALS:

3,589.52-

51849 2532

## 8957 / BRANDON

DIRECT	ACCOUNT NAME	WHSE	11/96	12/96	01/97	02/97	03/97	04/97	05/97	06/97	07/97	08/97	09/97	10/97	TOTAL
2270400	GLIKIN BROTHERS	85	0	120	0	120	0	60	180	0	60	0	0	240	780
TOTAL FOR BRAND: BRANDON			0	120	0	120	0	60	180	0	60	0	0	240	780

51849 2533

PROGRAM: CACO43B2 -88- 1240 RJR ACCOUNTS RECEIVABLE SYSTEM FORSYTH ALLIANCE ACCRUAL  
 RUN DATE: 10/07/97 BUSINESS FUNCTION: 88 FORSYTH ALLIANCE

PAGE: 48  
 TIME: 11:00:21.1

AS OF DATE: 10/06/97  
 CUSTOMER NAME/ADDRESS

CR-REP: 1240

GLIKIN BROTHERS  
 ATTN: JEFFREY MICHEL  
 2 JOSEPH STREET  
 NEWARK

ACCOUNT NUMBER: 9995320  
 RISK CODE: A  
 CREDIT LIMIT :

CUSTOMER CONTACT: WOLFE, LANNY  
 : BRANDON  
 TELEPHONE NBR : - X4-8795

NJ 07105-

SHIP-TO	TERMS	---- INVOICE ---- --DATE--	NUMBER	SRC	RSN	PO-REFER-NBR	CURRENT DUE
BAL-94-95	0	12/31/95	8800475	14		BAL-94-95	11,427.00-
DIRECT	00	01/29/96	2689	8	VR		4,050.00
PERF BO	00	01/30/96	300052	14	AJ		647.00-
9999999	00	02/29/96	600330	14		ACCRUAL	18.00-
DIRECT	00	03/07/96	2831	8	VR		1,261.00
BUYDOWN	00	03/21/96	2858	8	VR		715.00
DIRECT	00	04/22/96	2939	8	VR		688.17
9999999	00	04/30/96	1210336	14		ACCRUAL	90.00-
9999999	00	05/06/96	1270347	14		ACCRUAL	1.74-
9999999	00	05/31/96	1520325	14		ACCRUAL	36.00-
DIRECT	00	07/11/96	2094	8	VR		1,887.30
PEER BO	00	07/26/96	2081050	14	AJ		193.00-
9999999	00	07/31/96	2130328	14		ACCRUAL	72.00-
9999999	00	08/30/96	2430337	14		ACCRUAL	36.00-
9999999	00	09/30/96	2740330	14		ACCRUAL	18.00-
VPR'S	00	10/03/96	2288	8	CP		630.00
9999999	00	10/31/96	3050334	14		ACCRUAL	18.00-
9999999	00	12/31/96	3660328	14		ACCRUAL	36.00-
PEER DI	00	01/22/97	220051	14	AJ		122.00-
9999999	00	02/28/97	590322	14		ACCRUAL	66.00-
DIRECT	00	03/20/97	2610	8	VR		15.05
9999999	00	04/30/97	1200317	14		ACCRUAL	45.00-
DIRECT	00	05/20/97	2752	8	VR		8.02
DIRECT	00	05/28/97	2765	8	VR		109.20
9999999	00	05/30/97	1500319	14		ACCRUAL	135.00-
DIRECT	00	06/05/97	2793	8	VR		5.00
DIRECT	00	06/30/97	2877	8	VR		10.00
DIRECT	00	06/30/97	2878	8	VR		255.00
2ND 97	00	07/10/97	1920209	14	AJ		72.00-
9999999	00	07/31/97	2120318	14		ACCRUAL	45.00-
DIRECT	00	08/25/97	2060	8	VR		23.00
DIRECT	00	09/03/97	2109	8	VR		8.00
9999999	00	09/15/97	2582412	14		ACCRUAL	4.52-

\* CUSTOMER 9995320 TOTALS:

3,417.52-

## MONTHLY SHIPMENTS IN CARTONS FOR: 9995320 / GLIKIN BROTHERS

51849 2534

## 8957 / BRANDON

DIRECT	ACCOUNT NAME	WHSE	10/96	11/96	12/96	01/97	02/97	03/97	04/97	05/97	06/97	07/97	08/97	09/97	TOTAL
2270400	GLIKIN BROTHERS	65	80	0	120	0	120	0	80	180	0	80	0	0	800
TOTAL FOR BRAND: BRANDON			80	0	120	0	120	0	80	180	0	80	0	0	800



HENRY VALDERRAMA  
47050

973-817-9325

**"Brandon"**

A Private Label Cigarette

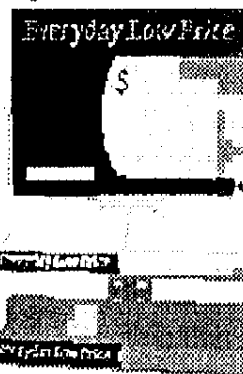
# .20 off Pack Promotion

prebook form

(Available exclusively at Glikin Bros.)

Date 9/24  
 Account LA 37 Glikin Acct.#  
 Address 420 37 St  
Union City  
 Retailer Signature [Signature]  
 Retailer Name (Print) JUAN MIER  
 Sales Rep [Signature]

1 Ctns Full Flavor King stickered .20 off per pk  
1 Ctns Full Flavor 100s  
1 Ctns Light King  
1 Ctns Light 100s  
1 Ctns Ultra Light King  
1 Ctns Ultra Light 100s  
 Ctns Full Flavor Menthol King  
 Ctns Full Flavor Menthol 100s  
 Ctns Light Menthol King  
 Ctns Light Menthol 100s



1 Brandon Pack Display (60 pack w/ "Brandon" sticker attached to riser card) *#522593 Forayth 2 TRAY WIRE DISPLAY w/ CHANNEL STRIPS*  
 Brandon Pack Display (90 pack w/ "Brandon" sticker attached to riser card)  
 Brandon Pack/Carton Display (90 carton w/ "Brandon" sticker attached to riser card)

Price per carton  $\frac{10.65 \times 2.00 = 10.65}{10.65 - 2.00 = 8.65}$  (with .20 off stickers)

200 OFF INVOICE 12.65  
 - 2.00  
 10.65/can

51849 2535

## MESSAGE CONFIRMATION

DATE:10/14/97 TIME:11:54

ID:R. J. REYNOLDS TO

DATE	TIME	TX-TIME	DISTANT STATION ID	MODE	PAGES	RESULT
10/14	11:52	01'55"		G3-S	001	OK

51849 2536

51849 2537

## FORSYTH 'YEAR END 1997' PROMOTION ALLOCATIONS

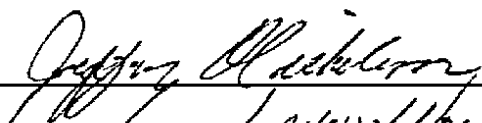
ACCT MANAGER L WOLFE  
DIVISION # 1240

C/S ACCOUNT NO -----	ACCOUNT NAME -----	BRAND -----	8.6 WEEKS VOL (CTNS) -----	8.6 WKS X \$0.50 PROMO ALLOWANCE NOV-DEC PERIOD -----	EXISTING ALLIANCE ACCRUAL THRU 09/09/97 -----	MONTHS OF ACCRUAL BAL AT \$.55 CTN -----
9995320	GLIKIN BROTHERS	BRANDON	39	\$19	\$3,413.00	316

Note : This account has 5 or more months of accrual in its Alliance Accrual Fund and would match our \$.50 contribution with a minimum of \$1.00 per carton of its own. (\$1.50 TOTAL)

By signing below you are authorizing CUSTOMER SERVICES to place the promotional allowance dollars into the account's ALLIANCE ACCRUAL FUND

Signature



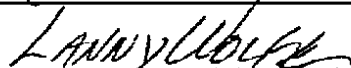
Div #

1240

Date

10/14/97

RJR Account Manager



PRINT NAME

Fax to CUSTOMER SERVICES (910) 741-2156



## MESSAGE CONFIRMATION

DATE:10/14/97 TIME:11:51

ID:R. J. REYNOLDS TO

DATE	TIME	TX-TIME	DISTANT STATION ID	MODE	PAGES	RESULT
10/14	11:50	00'31"	19107412156	G3-S	001	OK

51849 2538

51849 2539

PROGRAM: CACO4382 -88- 1240 RJR ACCOUNTS RECEIVABLE SYSTEM FORSYTH ALLIANCE ACCRUAL  
 RUN DATE: 09/04/97 BUSINESS FUNCTION: 88 FORSYTH ALLIANCE

PAGE: 44  
 TIME: 08:12:00.8

AS OF DATE: 09/04/97  
 CUSTOMER NAME/ADDRESS

CR-REP: 1240

GLIKIN BROTHERS  
 ATTN: JEFFREY MICHEL  
 2 JOSEPH STREET  
 NEWARK NJ 07105-

ACCOUNT NUMBER: 9995320  
 RISK CODE: A  
 CREDIT LIMIT :

CUSTOMER CONTACT: WOLFE, LANNY  
 : BRANDON  
 TELEPHONE NBR : - X4-8795

SHIP-TO	TERMS	**** INVOICE **** --DATE--	NUMBER	SRC	RSN	PO-REFER-NBR	CURRENT DUE
BAL-94-95	0	12/31/95	8800475	14		BAL-94-95	11,427.00-
DIRECT	00	01/29/96	2689	8	VR		4,050.00
PERF 80	00	01/30/96	300052	14	AJ		647.00-
9999999	00	02/29/96	600330	14		ACCRUAL	18.00-
DIRECT	00	03/07/96	2831	8	VR		1,261.00
BUYDOWN	00	03/21/96	2858	8	VR		715.00
DIRECT	00	04/22/96	2939	8	VR		688.17
9999999	00	04/30/96	1210336	14		ACCRUAL	90.00-
9999999	00	05/06/96	1270347	14		ACCRUAL	1.74-
9999999	00	05/31/96	1520325	14		ACCRUAL	36.00-
DIRECT	00	07/11/96	2094	8	VR		1,887.30
PEER 80	00	07/26/96	2081050	14	AJ		193.00-
9999999	00	07/31/96	2130328	14		ACCRUAL	72.00-
9999999	00	08/30/96	2430337	14		ACCRUAL	36.00-
9999999	00	09/30/96	2740330	14		ACCRUAL	18.00-
VPR'S	00	10/03/96	2288	8	CP		630.00
9999999	00	10/31/96	3050334	14		ACCRUAL	18.00-
9999999	00	12/31/96	3660328	14		ACCRUAL	36.00-
PEER DI	00	01/22/97	220051	14	AJ		122.00-
9999999	00	02/28/97	590322	14		ACCRUAL	66.00-
DIRECT	00	03/20/97	2610	8	VR		15.05
9999999	00	04/30/97	1200317	14		ACCRUAL	45.00-
DIRECT	00	05/20/97	2752	8	VR		8.02
DIRECT	00	05/28/97	2765	8	VR		109.20
9999999	00	05/30/97	1500319	14		ACCRUAL	135.00-
DIRECT	00	06/05/97	2793	8	VR		5.00
DIRECT	00	06/30/97	2877	8	VR		10.00
DIRECT	00	06/30/97	2878	8	VR		255.00
2ND 97	00	07/10/97	1920209	14	AJ		72.00-
9999999	00	07/31/97	2120318	14		ACCRUAL	45.00-
DIRECT	00	08/25/97	2060	8	VR		23.00
DIRECT	00	09/03/97	2109	8	VR		8.00

\* CUSTOMER 9995320 TOTALS:

3,413.00-

CSSP5582 -1

MONTHLY SHIPMENTS IN CARTONS FOR: 9995320 / GLIKIN BROTHERS

1240 / WOLFE L

08/02/97 PAGE: 1

51849 2540

9957 / BRANDON

DIRECT	ACCOUNT NAME	WHSE	09/96	10/96	11/96	12/96	01/97	02/97	03/97	04/97	05/97	06/97	07/97	08/97	TOTAL
2270400	GLIKIN BROTHERS	65	60	60	0	120	0	120	0	60	180	0	60	0	660
TOTAL FOR BRAND: BRANDON			60	60	0	120	0	120	0	60	180	0	60	0	660

CSSP5582 -1

MONTHLY SHIPMENTS IN CARTONS FOR: 9995320 / GLIKIN BROTHERS  
1240 / WOLFE L

08/01/97 PAGE: 1

51849 2541

8957 / BRANDON

DIRECT	ACCOUNT NAME	WHSE	08/96	09/96	10/96	11/96	12/96	01/97	02/97	03/97	04/97	05/97	06/97	07/97	TOTAL
2270400	GLIKIN BROTHERS	85	120	80	80	0	120	0	120	0	80	180	0	80	780
TOTAL FOR BRAND: BRANDON			120	80	80	0	120	0	120	0	80	180	0	80	780

PROGRAM: CAC043B2 -88- 1240 RJR ACCOUNTS RECEIVABLE SYSTEM FORSYTH ALLIANCE ACCRUAL  
 RUN DATE: 08/05/97 BUSINESS FUNCTION: 88 FORSYTH ALLIANCE

51849 2542

PAGE: 46  
 TIME: 13:31:57.1

AS OF DATE: 08/05/97  
 CUSTOMER NAME/ADDRESS

CR-REP: 1240

GLIKIN BROTHERS  
 ATTN: JEFFREY MICHEL  
 2 JOSEPH STREET  
 NEWARK

ACCOUNT NUMBER: 9995320  
 RISK CODE: A  
 CREDIT LIMIT :

CUSTOMER CONTACT: WOLFE, LANNY  
 : BRANDON  
 TELEPHONE NBR : - X4-8795

NJ 07105-

SHIP-TO	TERMS	DATE	INVOICE NUMBER	SRC	RSN	PO-REFER-NBR	CURRENT DUE
BAL-94-95	0	12/31/95	8800475	14		BAL-94-95	11,427.00-
DIRECT	00	01/29/96	2689	8	VR		4,050.00
PERF 80	00	01/30/96	300052	14	AJ		647.00-
9999999	00	02/29/96	600330	14		ACCRUAL	18.00-
DIRECT	00	03/07/96	2831	8	VR		1,261.00
BUYDOWN	00	03/21/96	2858	8	VR		715.00
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9999999	00	05/06/96	1270347	14		ACCRUAL	1.74-
9999999	00	05/31/96	1520325	14		ACCRUAL	36.00-
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9999999	00	07/31/96	2130328	14		ACCRUAL	72.00-
9999999	00	08/30/96	2430337	14		ACCRUAL	36.00-
9999999	00	09/30/96	2740330	14		ACCRUAL	18.00-
VPR'S	00	10/03/96	2288	8	CP		630.00
9999999	00	10/31/96	3050334	14		ACCRUAL	18.00-
9999999	00	12/31/96	3660328	14		ACCRUAL	36.00-
PEER DI	00	01/22/97	220051	14	AJ		122.00-
9999999	00	02/28/97	590322	14		ACCRUAL	66.00-
DIRECT	00	03/20/97	2610	8	VR		15.05
9999999	00	04/30/97	1200317	14		ACCRUAL	45.00-
DIRECT	00	05/20/97	2752	8	VR		8.02
DIRECT	00	05/28/97	2765	8	VR		109.20
9999999	00	05/30/97	1500319	14		ACCRUAL	135.00-
DIRECT	00	06/05/97	2793	8	VR		5.00
DIRECT	00	06/30/97	2877	8	VR		10.00
DIRECT	00	06/30/97	2878	8	VR		255.00
2ND 97	00	07/10/97	1920209	14	AJ		72.00-
9999999	00	07/31/97	2120318	14		ACCRUAL	45.00-

\* CUSTOMER 9995320 TOTALS:

3,444.00-

51849 2543

PAGE: 44  
TIME: 08:52:26.5PROGRAM: CACO4382 -88- 1240 RJR ACCOUNTS RECEIVABLE SYSTEM FORSYTH ALLIANCE ACCRUAL  
RUN DATE: 06/05/97 BUSINESS FUNCTION: 88 FORSYTH ALLIANCEAS OF DATE: 06/05/97  
CUSTOMER NAME/ADDRESS

CR-REP: 1240

GLIKIN BROTHERS  
ATTN: JEFFREY MICHEL  
2 JOSEPH STREET  
NEWARKACCOUNT NUMBER: 9995320  
RISK CODE: A  
CREDIT LIMIT :  
NJ 07105-CUSTOMER CONTACT: WOLFE, LANNY  
: BRANDON  
TELEPHONE NBR : - X4-8795

SHIP-TO	TERMS	DATE	INVOICE NUMBER	SRC	RSN	PO-REFER-NBR	CURRENT DUE
BAL-94-95	0	12/31/95	8800475	14		BAL-94-95	11,427.00-
DIRECT	00	01/29/96	2689	8	VR		4,050.00
PERF BO	00	01/30/96	300052	14	AJ		647.00-
9999999	00	02/29/96	600330	14		ACCRUAL	18.00-
DIRECT	00	03/07/96	2831	8	VR		1,261.00
BUYDOWN	00	03/21/96	2858	8	VR		715.00
DIRECT	00	04/22/96	2939	8	VR		688.17
9999999	00	04/30/96	1210336	14		ACCRUAL	90.00-
9999999	00	05/06/96	1270347	14		ACCRUAL	1.74-
9999999	00	05/31/96	1520325	14		ACCRUAL	36.00-
DIRECT	00	07/11/96	2094	8	VR		1,887.30
PEER BO	00	07/26/96	2081050	14	AJ		193.00-
9999999	00	07/31/96	2130328	14		ACCRUAL	72.00-
9999999	00	08/30/96	2430337	14		ACCRUAL	36.00-
9999999	00	09/30/96	2740330	14		ACCRUAL	18.00-
VPR'S	00	10/03/96	2288	8	CP		630.00
9999999	00	10/31/96	3050334	14		ACCRUAL	18.00-
9999999	00	12/31/96	3660328	14		ACCRUAL	36.00-
PEER DI	00	01/22/97	220051	14	AJ		122.00-
9999999	00	02/28/97	590322	14		ACCRUAL	66.00-
DIRECT	00	03/20/97	2610	8	VR		15.05
9999999	00	04/30/97	1200317	14		ACCRUAL	45.00-
DIRECT	00	05/20/97	2752	8	VR		8.02
DIRECT	00	05/28/97	2765	8	VR		109.20
9999999	00	05/30/97	1500319	14		ACCRUAL	135.00-

\* CUSTOMER 9995320 TOTALS:

3,597.00-

51849 2544

PROGRAM: CAC043B2 -88- 1240 RJR ACCOUNTS RECEIVABLE SYSTEM FORSYTH ALLIANCE ACCRUAL  
 RUN DATE: 07/03/97 BUSINESS FUNCTION: 88 FORSYTH ALLIANCE

AS OF DATE: 07/03/97

CUSTOMER NAME/ADDRESS

CR-REP: 1240

GLIKIN BROTHERS  
 ATTN: JEFFREY MICHEL  
 2 JOSEPH STREET  
 NEWARK

ACCOUNT NUMBER: 9995320

RISK CODE: A

CREDIT LIMIT :

NJ 07105-

CUSTOMER CONTACT: WOLFE, LANNY

: BRANDON

TELEPHONE NBR : - X4-8795

PAGE: 44  
 TIME: 15:33:45.5

SHIP-TO	TERMS	---- INVOICE ---- --DATE-- NUMBER	SRC	RSN	PO-REFER-NBR	CURRENT DUE
BAL-94-95	0	12/31/95 8800475	14		BAL-94-95	11,427.00-
DIRECT	00	01/29/96 2689	8	VR		4,050.00
PERF 80	00	01/30/96 300052	14	AJ		647.00-
9999999	00	02/29/96 600330	14		ACCRUAL	18.00-
DIRECT	00	03/07/96 2831	8	VR		1,261.00
BUYDOWN	00	03/21/96 2858	8	VR		715.00
DIRECT	00	04/22/96 2939	8	VR		688.17
9999999	00	04/30/96 1210336	14		ACCRUAL	90.00-
9999999	00	05/06/96 1270347	14		ACCRUAL	1.74-
9999999	00	05/31/96 1520325	14		ACCRUAL	36.00-
DIRECT	00	07/11/96 2094	8	VR		1,887.30
PEER 80	00	07/26/96 2081050	14	AJ		193.00-
9999999	00	07/31/96 2130328	14		ACCRUAL	72.00-
9999999	00	08/30/96 2430337	14		ACCRUAL	36.00-
9999999	00	09/30/96 2740330	14		ACCRUAL	18.00-
VPR'S	00	10/03/96 2288	8	CP		630.00
9999999	00	10/31/96 3050334	14		ACCRUAL	18.00-
9999999	00	12/31/96 3660328	14		ACCRUAL	36.00-
PEER DI	00	01/22/97 220051	14	AJ		122.00-
9999999	00	02/28/97 590322	14		ACCRUAL	66.00-
DIRECT	00	03/20/97 2610	8	VR		15.05
9999999	00	04/30/97 1200317	14		ACCRUAL	45.00-
DIRECT	00	05/20/97 2752	8	VR		8.02
DIRECT	00	05/28/97 2765	8	VR		109.20
9999999	00	05/30/97 1500319	14		ACCRUAL	135.00-
DIRECT	00	06/05/97 2793	8	VR		5.00
DIRECT	00	06/30/97 2877	8	VR		10.00
DIRECT	00	06/30/97 2878	8	VR		255.00

\* CUSTOMER 9995320 TOTALS:

3,327.00-

51849 2545

## FORSYTH. 'SECOND HALF - 97' PROMOTION ALLOCATIONS

ACCT MANAGER L WOLFE  
DIVISION # 1240

C/S ACCOUNT NO -----	ACCOUNT NAME -----	BRAND -----	1 WEEK AVG (CTNS) -----	PROMO ALLOWANCE PER PERIOD -----	EXISTING ALLIANCE ACCRUAL THRU 06/04/97 -----
9995320	GLIKIN BROTHERS	BRANDON	18	\$18	\$3,597.00-

1.00 off/ctr For ENTIRE 4 months BEGINNING 7/6/97 -

$$\begin{array}{r} 10.92 \\ - 1.00 \\ \hline 9.92 \\ \hline \end{array}$$



## CONFIRMATION FORM

FORSYTH "Second Half '97" Promotion

### Print or Type Information

Forsyth Customer Name GLIKIN Bros.

Chain ID/SIS# 227040

Customer Services 999# \_\_\_\_\_  
(found to left of name on allocation sheet)

Division # 1240

Account Manager's Name LARRY WOLFE

The above account agrees to participate in the Forsyth "Second Half '97" promotion by reducing its Private Label price from its everyday low price by \$1.00 carton/\$.10 per pack for the first two weeks of each month during the promotional period. The promotional period is divided into four two week time frames, July through October. Forsyth Products will fund \$1.00 per carton on an average week's shipments of the Private Label, added to the account's accrual fund for each agreed upon promotional period; the second week's promotional cost will be covered from the account's existing promotional accrual fund for each agreed upon promotional period.

I wish to participate in the following promotional periods of the "Second Half '97" promotion.

### Check appropriate blocks:

- ☒ Weeks of June 30 - July 13, 1997  
☒ Weeks of July 28 - August 10, 1997  
☒ Weeks of September 1 - September 14, 1997  
☒ Weeks of September 29 - October 12, 1997

Authorized Customer Signature: Jeffrey E. Mader Date 6/26/97

Fax To: Customer Services - 910-741-2158

51849 2546

# MESSAGE CONFIRMATION

DATE: 07/09/97 TIME: 22:58

TO: R. J. REYNOLDS TO

DATE	TIME	TX-TIME	DISTANT STATION ID	MODE	PAGES	RESULT
07/09	22:58	03:32	16107412126	G3-S	001	OK

51849 2547